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**FLANSBURGH  
& POTTER CO.**

*Catalogue and Price List*

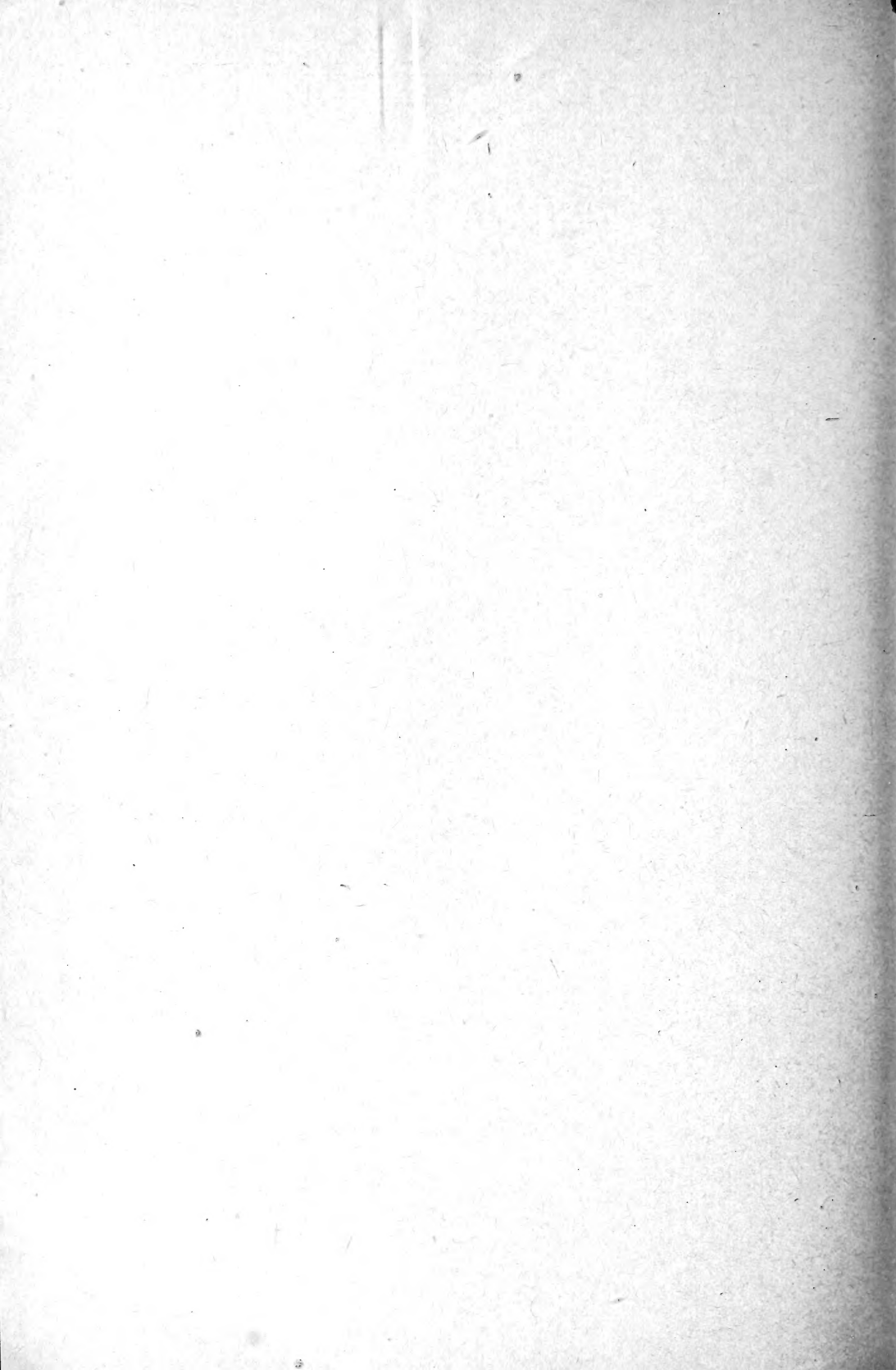
*Strawberry Plants  
and Other Small Fruits*

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GROWN AND FOR SALE BY

**THE FLANSBURGH & POTTER CO.**

LESLIE, MICHIGAN



# Friends and Patrons

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WE take pleasure in again presenting to our friends and patrons our Annual Fruit Catalog, and we take this opportunity to thank you for your splendid patronage of last season.

We sold out completely and returned over \$1000.00 in late orders. We have a good stock of healthy plants for the coming Spring and they bear the same high mark of quality as in former years.



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## Can't Be Beat.

Apr. 26, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:

Last year the extreme hot weather in May burned up my newly set berry patch. However, I want to try it again. I think your plants just can't be beat.

Yours for better luck,

H. P. HART,  
Christian County, Illinois.

## **Twenty Years' Experience With Strawberries.**

When a man works five years at one calling he ought to know something about it. When he grows strawberry plants four times that period he will know his business if he has any love of plants in him. We do not claim to grow better plants than our neighbor, but we do claim to grow them as good as any. Those who have dealt with us for years know our ways of doing business, and a good many send in their orders before receiving our catalog. We ship nothing but fresh dug plants tied in bunches of 25 and packed with plenty of moss.

We cannot urge too strongly the advisability of ordering early. Many of our customers have adopted the wise plan of sending in their orders as soon as they can make their selection from our catalog, and remitting when they notify us to ship. By following this method you will make sure of getting what you want which will be doubtful with late orders. When ordering late in the season it is an excellent plan to name second choice as it often saves valuable time. It is our wish to send out every order at the time that will best suit the buyer, and it will be a great help to us along this line if you will state your preference as to date of shipment. If you cannot do this in advance, it will answer our purpose as well if you will direct us to ship when notified. It is our aim to serve our patrons well, to furnish good plants, true to name, and deliver in first class condition, but we do not claim to be superior to all others in the business in this respect.

For the benefit of those who are anxious to learn the rudiments of the business, we give in condensed form our ideas on strawberry culture.

## **The Strawberry Patch.**

It should not be necessary to admonish every person who owns a tract of land, whether it be large or small, to possess a strawberry bed. However, the fact remains that there are yet too many people doing without this delightful fruit, simply because they dread to make the start toward growing their own fruit.

One of the very best things that can be said in favor of the strawberry, as a profitable crop, either for market or for home use, is that it never fails. Personally, I have never known a season when the strawberry was an entire failure, if they get half a chance to grow.

To the discouraged farmer and fruit grower in those districts, where frost has been working havoc, with all of the tree fruits lately, I would say grow strawberries and you will not be disappointed in the fruit at least.

While there are special districts which are now largely devoted to strawberry growing for market purposes, it by no means follows that this fruit will not thrive in other parts of the country.

As a matter of fact, it will do well in most any country, and practically every soil provided some trouble is taken to adapt conditions to its best growth. The strawberry demands a well drained soil and only moderate fertility. However, it responds well to being grown on what is known as fertile soil, and good cultural methods.

**A Long Ride.**

June 12, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:

Thanks for your promptness. Plants arrived in good condition.

CHAS. M. KNAPP,  
Phelps County, Missouri.

**Extra Fine and Doing Nicely.**

June 6, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:

Received plants you sent me. Many thanks for them. They are extra fine and doing nicely.

MRS. ETHEL CARPENTER,  
Lenawee, Mich.

**A Pleased Customer.**

May 5th, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:

I received the plants in good condition. Thanks for good count.

A. C. BARR,  
Knox County, Ohio.

**Good Count and Nice Plants.**

May 7th, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:

The plants came in good condition and I want to thank you for good count and nice plants.

LEVI SEARFOSS,  
Hancock County, Ohio.



## THE FLANSBURGH & POTTER COMPANY CATALOG

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**Our Shipping Season** begins with Southern orders, as soon as frost is out of the ground in spring, often in March. The sooner plants are set, before they get too large a growth, the better. We aim to set out plants in early April. If ordered late in the season, it is always best to name a second or third choice in case a variety is sold out, or leave it with us, stating soil conditions and other particulars. We will do our best to please you, but order early and have plants come early if you can.

**TERMS, Cash with Order;** but orders will be booked if one-fourth value is enclosed, the remainder to be sent before shipment. C. O. D. orders require one-fourth value with the order. Send remittance at our risk by postoffice order, express money order, bank draft or registered letter. Stamps taken for parts of a dollar.

**Claims,** if any, must be made upon receipt of goods, so that mistakes, should any have been made, may be promptly corrected. We take great pains to avoid mistakes, but should any error have been made, please notify us of the fact at once.

**Canadian Shipments** accompanied with invoice, owign to the duty, with charges guaranteed to avoid delay. Please do not send Canadian stamps.

**For Our Responsibility** address with a stamp the People's Bank, Leslie, Mich., postmaster, express agent, or any official, professional or business man of the same place.

**We Grow Our Plants in a New Place Each Season,** rotating with clover and other crops on good soil that is still new and capable of producing well balanced, best grade plants. The kind we advertise.

**We maintain Our Grade** by a careful selection of stock plants, and right methods of propagation from year to year, that tend with such a soil to produce stock of the greatest health and vigor, striving for the ideal fruiting row and perfect fruit from any plants that may be left unsold.

**Our Plants Are Fresh Dug** as wanted, nicely trimmed ready for planting, carefully re-sorted and tied in bunches of 25; roots washed in cold water if necessary to make them clean, and packed with live moss in new handle baskets lined with oil paper, or in light ventilated crates, in such a manner that we **guarantee safe arrival in good condition by express or mail**, to all parts of the U. S. and Canada. Plants by freight at buyer's risk.

**True to Name.** We take great pains to have stock true to name and hold ourselves ready upon proper proof to refund money or replace any that prove untrue; but it is mutually agreed that we shall not be liable for a greater sum than the amount paid for such stock.

**Our Prices** average lower than can be found elsewhere, when quality of stock and guarantee conditions are considered. Our references for responsibility are ample. You take no risk whatever. See elsewhere a certificate of health from State Inspector of Nurseries, L. R. Taft. Read our unsolicited testimonials. We invite investigation at all times.

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A Strawberry plant is never in so prime a condition as when fully grown, matured and dormant. Our friends in the south have recognized that our northern grown plants are safer to set, because of their more dormant condition on arrival, while commercial growers in the north and west would not think of setting southern stock of a more advanced growth. We also hold that, while the strawberry will grow and thrive nearly everywhere, the north is its natural home, where it fits the conditions more naturally for a higher development.

## Summer and Fall Plants.

The best time to set Strawberry plants is in the spring and the earlier the better, but they may be set successfully at any time that the young plants are big enough, if there is plenty of rain, or proper care is given.

We are always anxious to accommodate those who wish to test new varieties a year sooner, or who neglected to order the home garden at the proper season or in case of market gardeners, who have crops coming off their ground which they wish to set to Strawberries as a matter of economy and rotation. To such our printed rate per dozen will apply as soon as any plants are large enough. **Before September 15 the rate per 100 will be one-half more;** after September 15 our price will be 75 cents per 100; write for price on larger amounts. Later in the season, the loss of plants not well rooted, which must be thrown away, is not so great, and if several thousand are wanted, write for prices on the list desired.

We do not sell potted plants, regarding them as less satisfactory than good layer stock and much more costly for the express. When more than dozens or hundreds are wanted write for prices on the list desired.

### NUMBER OF PLANTS REQUIRED TO SET AN ACRE

Distance	Plants	Distance	Plants	Distance	Plants	Distance	Plants
1 by 1 foot,	43,560	4 by 1 foot,	10,890	5 by 4 feet,	2,178	6 by 5 feet,	1,452
2 by 1 foot,	21,780	4 by 2 feet,	5,445	5 by 5 feet,	1,741	6 by 6 feet,	1,210
2 by 2 feet,	10,890	4 by 3 feet,	3,630	6 by 1 foot,	7,160	7 by 1 foot,	6,122
3 by 1 foot,	14,520	4 by 4 feet,	2,722	6 by 2 feet,	3,630	7 by 2 feet,	3,111
3 by 2 feet,	7,260	5 by 1 foot,	8,712	6 by 3 feet,	2,420	7 by 3 feet,	2,074
3 by 3 feet,	4,840	5 by 2 feet,	4,356	6 by 4 feet,	1,815	7 by 4 feet,	1,555
		5 by 3 feet,	2,904				

## More Than Pleased.

July 1, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:—

I have just finished harvesting one of the best crops of strawberries that I have ever seen. They were grown on the plants that I got from you in the spring of 1911. I am more than pleased with them.

E. C. THOMPSON,  
Geauga County, Ohio.

**ORDER EARLY and Have Your Selection of Varieties Held for You.**

## Strawberry Culture.

Here it is not our purpose to try to tell you all there is to know about growing strawberries. Many books would be too few to hold all that might be written. It is our intention only to give you the outlines; tell you the things you must do, if you do nothing else. For all the rest we must refer you to the many most worthy books and magazines which deal with these matters. Every strawberry grower ought to have a good fruit paper. If we can set you straight at the beginning on the things which are the most important of all we will be happy to have done so. First and foremost, though, remember that you must have select, high quality, sturdy plants; these lacking, you are all wrong.

## Soil Conditions.

Generally speaking, any soil that will produce a good crop of corn or potatoes will produce a good crop of strawberries. It must be well drained either naturally or artificially. The well drained soil is lighter and better for it will longest keep the moisture the strawberry plant or any other plant must have. Choose a good location. Water must never stand on the surface of your strawberry bed for any length of time. Remember that the strawberry ripens at a time when you may reasonably expect drouth. Provide, therefore, far in advance for this very thing. Take lots of pains. Your strawberry crop is of more value than the ordinary farm crop. It will, therefore, repay more completely any work you put on it. Get the soil in perfect condition, supply it with the necessary plant food.

## Manuring the Ground.

When the soil is at all deficient in fertility we would advise using **well rotted stable manure**. If possible, apply it the year previous to setting out the plants and grow some crop that must be thoroughly cultivated or hoed. This will put the soil into the very best possible condition for the strawberry bed.

We would caution against the use of new stable manure for the reason that it contains so often a great many weed seeds which will cause trouble later.

## Fitting the Soil.

Having the manure spread, the next step is thorough pulverization of the soil. Plow or spade to an even depth, in shallow soil six inches, in deep soil eight inches is not too much—but break it evenly. Crop results depend greatly upon the breaking of the ground; a piece of ground unevenly broken cannot be brought into perfect, ideal condition.

Harrow thoroughly two or three times—do it again if you want to, you can't get it too fine for good results. We generally harrow with the furrows, then diagonally each way. We then follow with a heavy roller. If you have no roller at hand a plank drag or "float," as we call it, will serve if heavily weighted. This firming of the ground is very important. It is almost impossible to set plants properly if the soil is not reasonably level and firm at the surface. Easy to do all this work at the beginning and it counts all the time your strawberry bed is there.

## "Marking Out" for Plants.

Do it any way that will give you a straight, shallow mark to set by. Don't forget that a straight row means easy cultivation by and by. We use a light sled with three runners, one in the middle and one on each side, giving us rows four feet apart. It makes a very satisfactory implement for the purpose.

## Setting the Plants.

Of course you have been taking good care of them since you got them. It possible set them at once. If packed properly, as all ours are, they will be in first-class condition for setting when you take them out of the moss.

When your ground is thoroughly prepared, smooth as a floor and marked in rows, setting of the plants themselves is a simple operation but an important one. Do it yourself unless you can find someone who can do it better. A little practice makes the work easy and rapid. Take your plants in a basket or some other convenient carrier, moisten the roots. If the roots are very long they should be cut back one or two inches, depending on the size of the plant. The plant should be held by the upper part of the crown, make an opening with a dibble or spade just large enough for the roots, then lower the plant until the crown is even with the surface. Press the soil with your foot firmly to each side of the plant to close the entire opening. Don't leave any airholes to take out all the moisture and dry the roots.

## Cultivate the Strawberry Bed.

Cultivation should begin soon after the plants are set and repeated at least every eight or ten days. Clean and shallow cultivation is the watchword of successful strawberry culture. You should cultivate as soon after rains as the ground is fit. The soil condition should always determine the time of cultivation. Don't allow a crust to form if possible. Weeds are a blessing in disguise, they compel you to cultivate. Don't forget the hoe.

## When to Mulch.

Mulching the plants is one of the most important features to be considered and we cannot lay too much emphasis on this point. In northerly latitudes where freezing and thawing begin early to alternate, as well as in those colder sections where freezing weather comes to stay a while, mulch should be applied soon after the first hard freeze in the fall, but in the south where mulching is done to retain moisture and keep the fruit clean, it need not be done until shortly after the buds open.

## Removing Blossoms.

Strawberry plants that are set out this spring should not be allowed to bear fruit until the following spring. The blossoms should be pinched off, for to let them ripen fruit the first year would weaken the growth of the plants and is liable to kill them. Just as soon as you remove the blossom your plant starts to work building up a root system. This heavy vigorous root system is sessential to enable the plant to come to its full possibilities of production.

### **CERTIFICATE OF NURSERY INSPECTION No. 2562**

*THIS IS TO CERTIFY. That I have examined the Nursery Stock and premises of the Flansburgh & Potter Co., Leslie, Mich., and find them apparently free from dangerous insects and dangerous contagious tree and plant diseases.*

*This certificate to be void after July 31st, 1913.*

**L. R. TAFT,**

*Agricultural College, Mich., Sept., 1912.*

*State Inspector of Nurseries and Orchards*

**COPY OF ABOVE CERTIFICATE WITH EACH SHIPMENT.**



Pretty good for six weeks' growth, Dr. Lee.

### **Traveled 1,500 Miles.**

October 30, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:

Your plants came in absolutely perfect condition. Just as fresh as though they had just been taken out of the ground, and they came fully 1,500 miles. I consider it wonderful and in all the varieties there was not even one small plant, or even one with a bad root. I want to say the stock you sent me was fine indeed. Every plant perfect, green, strong and not one died. I am so well pleased that I cannot express it as it ought to be.

DR. E. A. LEE,  
Jennings, La.

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### **LATER.**

Enclosed find photograph of the plants bought from you. These plants were set October 15, and the photo was taken just six weeks later.

DR. E. A. LEE.

## Berry Bulletin.

Set your plants early.

Do not allow the roots to be exposed to the air.

If you don't want to work let Strawberry culture alone.

Don't take too much advice but think a little for yourself.

Cultivated berries are less liable to injury by frost or drouth.

If any plants newly set fail to live put others in their place at once.

Every berry grower should set his standard high; then never rest until it is realized. 'Twill pay big.

If you don't know ask about it. We will do our best to answer and it will afford us great pleasure too.

If you cannot use the Golden Rule in your business, it will not pay to continue it.

Fight off the following habit and get the leading spirit. The fellow in front always gets the bouquets.

If you want to be leader on the strawberry market, do not put important work off until tomorrow. Today is the best time to do things. Just so it isn't Sunday.

If you would have a good market, offer only good berries; give more measure, and always deal honestly with your customers.

Cultivate after. It warms the soil. It allows even light rains to penetrate the soil and retains the moisture for use in summer.

Frequent cultivation stimulates on early vigorous growth. The roots strike deep into the mellow soil, and the ordinary drouth is harmless.

Remember: It costs no more to raise good berries. It costs no more to pick and deliver good berries. Freight and express charges are just the same, and when sold good berries always go first and bring larger prices.

## OUR TESTIMONIALS

Are Genuine, every one of them, and unsolicited. Every one is new and we will gladly furnish the Post Office address of any of them to any one who wishes to write them about our plants.

We have tried hard to please our customers and we believe in this we have been successful. We know they appreciate our efforts, because we get a good many orders stating, "Your firm was recommended to me by my neighbor as a good place to obtain plants."

It is a great satisfaction to know just how our customers feel toward us and we are glad to receive their nice letters.

We want the public to know what our customers think of us and so we publish them.

### Best Ever Received.

Flansburgh & Potter Co.,

March 23, 1912.

Leslie, Mich.

Gentlemen:—

I have not received your catalog for some reason. Please send one. I got some very fine plants from you last year that grew the best of any I sent for. Your plants were as good if not the best I have ever received, and I have tested a good many.

MARTIN F. BYRUM,  
Guthrie County, Iowa.

### Better Than Others.

April 20, 1912.

Flansburgh & Potter Co.,

Leslie, Mich.

Gentlemen:—

I received the strawberry plants today and they are fine. Your plants are better than I received from another dealer. You are certainly honest. Thanks for promptness.

E. MILCER,  
Washtenaw County, Michigan.

## NEW VARIETIES.

### Highland (Imp.)

This is a recent introduction of the M. Crawford Co., of Ohio, and came with very strong endorsements from the Ohio Experiment Station, who gave it a four-year test, and states that it was the leader in productiveness.

After fruiting we find it to be very productive. The plants are very large, strong and vigorous. The fruit medium to large, bluntly conical; color bright scarlet; flesh red clear through. The price is very reasonable this year, and you should give it a test.

### Blaine (Per.)

This berry has not been introduced very long, but it seems to be making its way into favor on its own merit. After fruiting it we find that it is as large and late as Gandy, but more productive.

It produces strong, healthy plants with rank foliage, and makes runners enough for a good fruiting row. The berry is large, firm, and the very best of colors. Worthy of trial.

### Norwood (Per.)

One of Farmer's introductions, and is supposed to be a cross between Marshal and Corsican. The plants are unusually large, with broad, tall, light green foliage. It does not make many plants. The fruit is conic and regular in shape; color bright red, firm, and good quality. The size is large to very large. It has not been very productive with us unless given high culture.

### Great Scott (Imp.)

This is a good addition to the large varieties and a worthy rival of any of them. It was given its name "Great" because of its size, and "Scott" in honor of its originator. Mr. Warren, the introducer, states that it is one of the largest of the large varieties. It does not make a large number of plants, but the plants are large in size. The fruit is very large, light colored, with medium firmness, and very productive. A large, fancy variety.

### Jim Dumas (Per.)

Early. Louis Hubach, of Arkansas, the introducer, states that it is a free plant maker and has very long roots and strong, healthy foliage. It is exceedingly productive and holds out during a long season. The berries ripen nearly as early as Excelsior and average twice as large. The flesh is read all through and of good flavor. The introducer is very loud in his praise, but from what we have seen, it is worthy of it.



### **Heritage (Per.)**

Mid-Season. After fruiting this variety another season we can say that it came up to our expectations. The plants grow very large with extremely heavy crowns. The fruit is large and handsome. The berry is quite dark, shiny crimson. It is quite a favorite in some sections.

### **U. S. King Edward (Per.)**

The Ohio Experiment Station gives a good description of it as follows: Large, conical, very slightly necked, regular, uniform; color bright, fresh crimson when fully matured. Glossy and attractive. Flesh light in color, firm, fine grained, mild, sweet and good flavor. Plants large, vigorous and light green in color, making a beautiful fruitage row. A very promising variety.

### **Myers No. 1 (Imp.)**

Mid-Season. This berry comes from Delaware, and the introducer claims it is the best market berry he has ever seen. It makes a strong, vigorous plant, with no rust. The berry is good size with medium firmness.

### **Matthew Crawford (Per.)**

Originated with Mr. Peck, of Missouri. He describes it as making large, stocky plants, resembling the Brandywine in this respect. The fruit stems are rather short and the blossoms and fruit are well protected from late frosts and scalding sun. The berries are conical in form, no mis-shapen or very small ones. The color is a brilliant red inclining to dark red when very ripe. The flavor is fine, and it is very firm for so large a berry. Mid-season.

### **Minnetonka (Per.)**

A seedling of the Splendid, crossed by either Bederwood or Lovett. A new variety from Minnesota, bearing its first crop in 1905, having withstood the hard winter without covering and without injury; having the firmness and richness in color of the Lovett, the shape of Splendid, and much more productive than either; a splendid plant maker, ripening mid-season to late. The fruit is large, above the average size, and very productive. Our pickers prefer this variety, and our customers desire it above all others. We shall plant no other variety for medium to late fruiting. (Introducers.)

### **Fendall (Imp.)**

Medium Early. A seedling of Wm. Belt, from Maryland. This berry is remarkable for its immense plants and long fruiting season. The fruit is very large, firm, red to the core, and very productive. The introducer claims under like conditions it produced twice as many berries as Senator Dunlap and three times as many as Gandy. While it has not produced such crops for us, we think it a promising variety and worthy of trial.

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Don't overlook our testimonials, read every one of them. They are genuine and unsolicited.

### **Hundred Dollar (Per.)**

Mid-Season. This is rather a new variety that was introduced by Mr. Hathaway, of Ohio. He states that it is his belief that there is not another variety, be it large or small, that will outyield this giant among Strawberries. It is a good grower of large, stocky plants. The fruit is large, bright red, and of good quality. It resembles our Uncle Jim in shape.

### **Oswego (Per.)**

Mid-Season. This is one of the best of the large varieties. We have a good many customers who think there is none that equal it. We have fruited this variety several times and it has produced some good crops for us. Mr. Farmer, the introducer of the berry, states that it is supposed to be a seedling of Bubach, fertilized by Sharpless. The fruit stalks are upright and unusually strong, holding almost the entire crop from the ground. The fruit is very large, quite firm, bright red, and ripen all over.

### **Dew (Per.)**

Mid-season to late. This is one of the largest varieties of strawberries we know of. The plants are stocky, with light green foliage. The fruit is dark red all over, irregular in shape, quite firm and solid for so large a berry and of good quality, fairly productive. If you are looking for size, plant the DEW.

### **North Shore (Per.)**

This berry comes from Massachusetts, and was originated by a well-known grower. It makes a good growth of strong, vigorous plants which will produce a fair crop of fine berries of good quality. Would not advise planting on thin, light soil. Those looking for late sorts would do well to try it. Season late.

### **Golden Gate (Per.)**

Mid-season. Originated in Massachusetts by the noted grower, Mr. Warren. It is a strong grower of large, stocky plants. It was a strong, perfect blossom, with plenty of pollen, which produces large, fancy fruit. We have fruited this variety several times and like its habits.

### **Uncle Joe (Per.)**

Mid-Season. This variety makes large, stocky plants, which produce big, handsome berries of high quality. It is claimed to be a new and distinct variety, but we find it is similar in many ways to Uncle Jim.

### **Good Luck (Per.)**

Late. This berry was originated in New Jersey, but offered to the trade by Mr. Allen, of Maryland, and he says as compared with Gandy: It is equally as large, more productive, and a few days earlier. In shape it is conical to broad conical or wedge shape, with uniformly smooth, even surface, never seamed or ridged. Color dark glossy, making it very showy, both on the vines and in the package. It makes plenty of plants for a fruiting row.

### **Hub (Per.)**

Medium to late. This berry was offered to the trade last spring for the first time. It was introduced by Mr. Warren, of Massachusetts. He says of this new variety: "I claim it is as good a berry, all points considered, as has ever been introduced. It has always done well with me, bearing large crops of handsome berries. They are of fine shape and large size, and hold out large to the last picking. Their great beauty is their glassy appearance. They shine as if varnished and will always sell even in a glutted market. Not fruited here."

### **Armanda (Per.)**

Medium to late. New variety. A great plant maker of larger plants. Fruit large and handsome. Very productive

### **Paul Jones (Imp.)**

From the introducer's description we were expecting something great. After fruiting it we found it to be better than we had expected. It certainly is productive of large, fancy fruit. We understand it has been tested on all kinds of soil and does well. It grows a large, thrifty plant and makes a good fruiting row. The fruit resembles Haverland in shape but is a little darker in color. As it is considered a light-weight berry it should be a good shipper. Fairly firm.

### **July (Imp.)**

Late. This berry is claimed to be a very late one, but with us it ripened about the time the Gandy did. We found that it produces fruit a little above medium in size but very attractive. The plants are all that could be asked for, making a good fruit row. The color is perfect, being a brilliant red and glossy. Not firm enough for long shipping.

### **Early Ozark (Per.)**

Early. The introducer of this berry says it is a cross between Excelsior and Aroma. He further states that it is a perfect bloomer and has very large blossoms that are rich with pollen. It is the largest extreme early variety I have ever tested. The plants grow strong and are healthy. The fruit is firm, excellent flavor and good color, being bright red about the same as the Aroma. It is said to be very productive but we have not had it in bearing long enough to judge this point. The fruit is large, good color and firm.

### **Mascot (Per.)**

We offered this variety last season but as we have never fruited it we could not say much personally as to its qualities. It has every indication of being a strong competitor for Gandy. The season is just a little earlier but has a long fruiting season. It is a good plant maker. The berries are a beautiful glossy red color, fair quality and productive.

### **Virginia (Per.)**

This fine early variety is a native of Virginia, and is said to be a cross between Hoffman and Sharpless. It is about the same season as Excelsior, but is a great improvement over that variety, being of much better quality. It is a good grower and productive, of good size, nearly round, bright red, glossy berries of good quality, and moderately firm. Season early.

### **Pine Apple (Per.)**

Mid-Season. This berry is a good grower and productive, of good size, bright red berries. It is firm and good quality. The introducer claims a Pine Apple flavor, but we have not been able to find it.

### **Pearl (Per.)**

We received our plants from Mr. Hobart of Indiana, and he says: "It is a very late berry of good size, moderately productive, light in color and a good shipper. He says its strongest point is its being so late. The plants made a good growth with us."

### **Meteor (Per.)**

Medium to late. A new variety from the east that we have not fruited but are favorably impressed with the vigorous growth of the plants. The fruit is said to be much like sample, but larger, more productive and a better seller. The originator says it is not easily killed by frost.

### **Gill (Per.)**

An early variety, uniform in shape, nearly round and above the average of the early varieties in size. The fruit is light red but has a pleasing flavor. Makes good fruit row.

### **Monroe (Per.)**

Originated by Mr. Morgan, of Scottsville, N. Y., and is said to be a seedling of the sample. Mr. Morgan describes it as a very, very smooth, dark red berry with healthy green calyx firmly embedded in the fruit which is extra firm with high qualities. Much like Wm. Belt in flavor and color but firmer and more uniform in shape. The blossoms are perfect and they continue to bloom through a long season. The plant is a good one making plenty of runners. Not fruited here.

### **Orem (Per.)**

Late. Claimed to be later than Gandy. More productive and larger. Plants made a good growth. Not fruited here.

### **Wooster (Imp.)**

Mid-Season. Mr. Wooster, in offering this berry to the trade says:

"The Wooster is a chance seedling found in an old bed of New Yorks that were fruiting the second season. Before the New Yorks were planted there it was a bed of Sample, fertilized by Clyde on either side. In certain ways the Wooster resembles all three, but is entirely distinct. The foliage is remarkably strong and upright; fruit stems also very long but weighed to the ground by the immense load of green and ripe fruit of fine form and color, resembling Sample in that respect, but the set of the seed resembles Clyde more; the quality much better than either of these varieties, and more desirable in every way."

### **St. Louis (Per.)**

While some claim this variety is a second early, we find it extra early and one of the first to ripen. We have been highly pleased with it for some time and can recommend it as Queen of the Earlies. This berry is not firm enough for long shipping, but as it has so many good points, every grower should plant some. Mr. Bauer, the introducer, claims to have grown them so large that twelve of them would fill a quart basket. As grown here, it makes a strong, healthy plant, with plenty of runners. Fruit very large for such an early berry. Light, red color, nearly round, and good quality.

### **Ohio Boy (Per.)**

We have fruited this new variety and find it to be a promising variety. It is a rank grower and makes many plants. The fruit is large, dark red and good. It is sometimes a little rough in appearance. Medium to late.

### **Uncle Jim Swell Business.**

May 22, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:—

The Uncle Jim I got of you last season are certainly swell business and I want some more. I kept the runners cut off and they are a great sight for the garden cranks of the town. I want 150 and a friend wants 250.

BERT COVERT,  
Jackson County, Michigan.

### **Quality Counts.**

May 16th, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:—

The plants came all right and were good ones. Most of them are set and looking fine. Had hoped to finish setting today but it rained so could not, but it is fine on the new set plants. I want to thank you for the good count and quality of your plants.

JAMES OLD,  
Oakland County, Michigan.

## OTHER VARIETIES.

### In Alphabetical Order.

#### Autumn (Imp.)

A fall bearing variety, much like Pan-American, but must be planted close by some variety like Pan-American, as it is a pistillate and won't bear alone. It is better colored than Pan-American and produces more plants. If you want it to bear a full crop in the fall, you will have to keep the blossoms picked off in the spring.

#### Abington (Per.)

I have been growing Strawberries for market twenty years, and have fruited the Abington, and it is the best all-round market berry that I have ever raised. In productiveness it is away ahead of Bubach or Sharpless. The color is bright red; it is firm and of good quality, and has yielded at the rate of 9,720 quarts per acre in matted rows. I claim it is the best yielder and the largest matted row perfect berry that has been introduced to date. (Introducer.)

We have fruited Abington three years and find it is a strong grower, with large, luxuriant foliage. The fruit is large, quite similar in size and shape and color to Sharpless, but more abundant. Mid-Season.

#### Arkansas Black (Per.)

One special feature of this variety is its stooling habit, making large plants with many crowns and few new plants. The fruit is large, very dark red, nearly black, firm and of good quality. This is a valuable variety for any collection. A decided novelty, as well as a good variety. Medium early.

#### Aroma (Per.)

One of the most popular late market varieties. A good plant and a good bearer of large, handsome fruit; bright red in color, uniform roundish heart shape; firm and of good quality. Somewhat resembles Gandy in appearance. A choice variety and reliable.

#### August Luther (Per.)

Standard early market. For several years this has been our first choice for early market among the standards. More desirable than Excelsior with us, as of better quality, larger average size and ripening more berries in the early season. A good grower and reliable. Fruit large, glossy bright red, firm and of good quality. This berry comes early, always making a good crop before berries lower much in price, and is growing more productive every year.

#### Bederwood (Per.)

Well-known standard early market variety. A tough, healthy grower. Very successful, especially in the west prairie country. Fruit medium to large size; round, bright red, good quality. A good carrier and very productive.

### **Brandywine (Per.)**

Fruit large, dark red, quite firm; good quality; not always at its best in some sections, but a good variety in others; requiring strong loam soil and high culture for best results. Medium late.

### **Bubach (Imp.)**

Fruit large, moderately firm; good color and quality; well-known standard variety; productive and reliable. Mid-season. We are nearly always sold out of this variety before the season is over.

### **Buster (Imp.)**

Immensely productive. This is a good grower, with tall, dark green foliage. The fruit is large to very large, globular in form, bright red color; medium firm and good quality. It begins to ripen in mid-season and continues to very late. This is a Canadian variety that is coming to the front rapidly. We hear nothing but good reports of it wherever fruited.

### **Cameron's Early (Per.)**

Extra early. This fruit is of good size for so early a berry; medium red in color and of good quality. A vigorous grower, with tall foliage to protect the bloom from late frosts. Productive and reliable.

### **Cardinal (Imp.)**

A strong grower, with long runners. Fruit large, roundish, conical, dark glossy red color. Very beautiful (larger and more beautiful than is shown in the colored plate in the Government Year Book). So great is the demand for plants of this new variety that we were practically sold out last year quite early in the season. In 1907 we had quite a bunch to fruit, which made a good crop of extra fancy fruit. Because of the drouth last summer and the failure of many plants to get well rooted in due season, we are liable to be sold out quite early. The fruiting season of the Cardinal is medium late.

### **Climax (Per.)**

Fruit large, red to the center, firm, handsome, and of good quality. A good grower and productive. A very popular market variety in the east, where it is well known and largely planted. It ripens medium early, and bears a long time. Since this variety was offered the demand for the plants has been very heavy.

### **Clyde (Per.)**

Very productive. Fruit large, round, bright glossy red. Large, healthy plants. Well-known standard market variety. Mid-season.

### **Commonwealth (Per.)**

Very late. James Monroe, the introducer, in his description says the Commonwealth is the outcome of the desire and effort to produce a berry that would lengthen the Strawberry season. In it we have a berry that is as large as the largest, as productive as any, as fine flavor, as solid, and as dark a color as any. The plant is a strong grower, but not so rank as some. The fruit is large, firm, dark color and very handsome. Judging from the orders we have received for these plants, our customers are beginning to realize what a valuable variety this is for late fancy fruit. Later than Gandy.

### **Corsican (Per.)**

This is a favorite variety, especially around Rochester, N. Y. The plants are large and good growers. Fruit large, longish heart shape, good quality; stands shipment well. Mid-season. Very similar in plant and fruit to Uncle Jim. A good variety.

### **Crescent (Imp.)**

A tough, healthy, vigorous grower. Fruit medium size, bright red, fairly firm, and of fair quality. Very productive. Mid-season.

### **Crimson Cluster (Per.)**

The finest late variety ever fruited. It was found near an old bed of Gandy, and is supposed to be a seedling of that variety. The plants are much like Gandy, but better plant-makers. Will do well on light soil, and produce one-third more per acre. The fruit is of the same shape and color, as large and firm, has a large green cap, ripens two days later, and continues longer in bearing. (Introducer.)

We have fruited this variety three seasons, and find it very similar to Gandy, as above described. When Gandy is not at its best, try Crimson Cluster.

### **Chipman (Per.)**

This berry seems to be a favorite in the east, where it was introduced. Mr. Todd, the introducer, has placed it at the head of his list because he thinks it is the best all-round variety he knows of. He says many more good things regarding it, and as we know him to be reliable we are firmly convinced that it is a valuable variety wherever it succeeds. The plants are strong, upright growers, large and healthy, with bright, glossy green foliage. The fruit is large, moderately firm, and of good quality.

### **Duncan (Per.)**

A Canadian variety that we have fruited four seasons with much satisfaction. The plants are vigorous, healthy growers. The fruit is large, dark red, firm, and of good quality. It ripens early and continues fruiting a long time, bearing heavily.



### **Dickey (Per.)**

This was one of the novelties of 1907, originated by J. D. Gowins, of Massachusetts, and introduced by C. S. Pratt. We quote Mr. Pratt's description: It is a better berry than Sample. It is productive, firm and as large. The Dickey will produce as many quarts of fruit as Sample and will sell for three or four cents more per quart in the market. Mr. Pratt introduced Sample. He further says: I have been growing Strawberries for forty years, and have never seen a finer thing in the berry line in my life.

The Dickey with us is a strong grower, healthy and productive. Fruit large and good quality. The first berries to ripen are rough and irregular, but late in the season they are better.

### **Evening Star (Per.)**

Late. The introducer of this late variety claims that it is larger in fruit and plant than Gandy, and twice as productive. With us this variety makes large, stocky plants, but not an extra good plant maker. The fruit is large and of fair quality.

### **Enhance (Per.)**

Fruit large, bright red, firm, and of good quality. Tough, healthy, vigorous plants. Productive and reliable. A standard variety and a favorite, especially in the west. Mid-season to late.

### **Enormous (Imp.)**

Fruit large, bright, glossy red; firm and of good quality; a good grower; productive and reliable. Mid-season.

### **Excelsior (Per.)**

The well known standard early market variety. Plants vigorous, making many runners. Fruit medium to large size; round, dark red; firm; quite tart. Reliable and productive.

### **Fremont Wm. (Per.)**

Late. Mr. Hubach, of Arkansas, the introducer, claims it is the best late strawberry. He also states that it is as fine in shape and color as Gandy and ripens the same season, but holds out longer. We find it to be an excellent late sort. It is thrifty in plant and foliage and a free plant maker. The fruit is large and very handsome. The Ohio Experiment Station, after thoroughly testing this variety, claimed it to be larger and more productive than Gandy.

### **Some Pleased.**

May 22, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.  
Gentlemen:—

I received your reply to my inquiry, also the plants, and had them in the ground before the day was over. I certainly appreciate the favor, also your confidence in me by sending them in advance of the pay. The plants were fine and am well pleased with them. Thanking again for the favor, I am,

M. BEEGHLY,  
Seneca County, Ohio.

### **Fairfield (Per.)**

Early. This variety makes medium size plants, tough and hardy with long roots. The berry is good size for an early variety, long, very dark in color and of good quality. It is late in blooming for an early berry, which is an advantage in Northern localities.

### **Gandy (Per.)**

Fruit large, firm, high quality and handsome. A good grower and productive. The well-known standard late shipping berry.

### **Glen Mary (Imp.)**

Fruit large, dark red, quite firm and good quality. A good grower, productive and reliable. This variety has small stamens, sufficient for itself, but not to fertilize adjoining pistillates, and so we class it as an imperfect bloom. Mid-season to late.

### **Helen Gould (Imp.)**

Originated by J. R. Peck, of Missouri, but introduced by M. Crawford Co., of Ohio, and his description in part is: It makes plants of a generous size, sends out a moderate number of runners, and is a plentiful yielder. The fruit is large, roundish conical, glossy red and moderately firm. Its flavor, though not the sweetest, is delicious.

### **Haverland (Imp.)**

Very productive. Fruit large, rather long; bright light red; firm, good quality. Plants large and vigorous. Well-known standard variety and reliable. Season early to late.

### **Jessie (Per.)**

Fruit large, roundish-conical; bright glossy red; handsome and of good quality. Not very firm. A moderate plant maker, fairly productive. A good variety, but like the old Sharpless the bloom is large and very tender to frost.

### **Klondike (Per.)**

Fruit large, round, dark glossy red, good quality. Plants medium size and vigorous. Productive and reliable. Mid-season.

### **Latest (Imp.)**

Fruit large to very large; light glossy red; rather long; good quality. Not firm enough to ship far, but a fine variety for the home or near by fancy market. Very productive and very late. A moderate plant maker of large, stocky plants. This is a handsome berry and highly prized by many.

### **Lovett (Per.)**

Well-known standard market variety. Fruit large, bright red; firm and of good quality. A good grower, productive and reliable. Mid-season.

## **We Treat Our Customers Right.**

April 29th, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:—

We received our 2,000 Aroma plants in good condition and wish to thank you for your fairness. We have been stung right by other dealers. Again thanking you for your kindness, we are,

J. J. SMITH & SON,  
Vigo County, Indiana.

### **Marie (Imp.)**

Fruit large, round, uniform in size and shape as Gandy, and about the same color; a handsome berry, especially when crated. A good grower and very productive. This is one of the most reliable heavy croppers we have ever grown. A money maker. We have never had a bad report of it. Season medium to very late.

### **Marshall (Per.)**

A standard of excellence. Fruit large. Very dark red; heart shape; firm and of high quality. A moderate plant maker, of large, stocky plants.

### **Nettie (Imp.)**

This is an old variety. Although its color and appearance are unattractive, and its quality not very good, it holds its place by reason of its extreme lateness. It is very large and productive, which makes it profitable regardless of its failings. Very late.

### **Pan American (Per.)**

We have grown this variety since first offered, and can only repeat that it is a true everbearer. The Pan-American makes very few plants, often none at all, but builds up large plants with many crowns, which may be divided and reset for propagating. It begins to bear at the regular season, and continues blooming and producing fruit until the ground is frozen hard in the fall. It is a decided novelty, and as such we offer it. The fruit is fair size, resembling the old Bismarck, of which this variety is a sport, and it is produced in abundance from each plant, including new plants of present season's growth. We have never been able to supply the demand for plants of this variety, and the price will always be high, for reasons given.

### **Parson's Beauty (Per.)**

A good, healthy grower and an immense cropper of large, solid, dark red berries of good form and quality. There is probably not a variety among the standards that will out-yield it, or a more reliable. A first-class variety, with a long season.

### **Pennell (Per.)**

Fruit large, nearly round; dark, rich red color; firm and of the very highest quality. We think more of the Pennell every year. It always bears abundantly, and is one of the varieties to which we direct friends who visit us at fruiting, who want something extra fine. Grow Pennell on strong loam and be surprised with the large size and excellence of this berry. An all-season variety.

### **President (Imp.)**

Plants large, with tall, dark green foliage and long runners. Fruit large, round, firm, and of good quality. The color is brilliant, glossy red, very beautiful. A showy berry to attract attention and sell at fancy prices. Fairly productive. Season late.

### **Pride Michigan (Per.)**

Mid-season. From Mr. Baldwin, of Bridgman. There seems to be two varieties by this name, but as the Kellogg strain is similar if not identical with New York, which was discarded by us some time ago, we will only offer the Baldwin strain. The berries are large, rather oblong, very bright red, glossy and beautiful. It being very firm makes it an excellent shipping berry. The plant is vigorous and healthy, making a good fruiting row in any kind of a season.

### **Ridgeway (Per.)**

Fruit large, nearly round; bright, glossy red color; moderately firm, and of good quality. A good grower, productive and reliable. Mid-season.

### **Red Bird (Per.)**

An early variety from Mississippi; a cross between Murray and Hoffman, both extra early. The plant is vigorous and fruit is good size, firm, bright red, glossy and beautiful. They produced a good crop the past season. Early and mid-season.

### **Sample (Imp.)**

Standard market variety. Mid-season to late. Fruit large, roundish conical; bright glossy red; moderately firm and of good quality. A good grower. Productive and reliable.

### **Senator Dunlap (Per.)**

This variety has given general satisfaction in almost all sections and all kinds of soil, and the demand for plants increases each season. It makes plants of only medium size but tough and hardy, with long roots and a surprising capacity for enduring hardships. It is very productive and usually matures every berry. They are of good size, bright glossy red, and of excellent quality. It is a first-class shipper and retains its brightness long after being picked. It ripens early and continues a long time in fruit. It is grown largely as a commercial berry.

### **Splendid (Per.)**

Fruit large, nearly round, bright red color, firm and of good quality. Well known, vigorous and hardy grower. Productive and reliable. Mid-season.

### **Springdale Beauty (Per.)**

A strong grower and abundant bearer. The fruit is large, firm and of high quality, resembling the Marie in appearance, and the two sorts make a good team. It ripens early and continues fruiting a long time, holding out large to the end of the season. A good variety.

### **Stevens Late Champion (Per.)**

A comparatively new variety that has become rapidly popular as one of the very best late varieties for market. It is a splendid, healthy grower, with tall, dark green foliage and long runners. The fruit is large and fine, resembling Gandy. Firm and of good quality, outyielding Gandy here last year and selling at the highest prices. It is certainly a good variety.

### **Warfield (Imp.)**

The well-known standard shipping and canning berry. Plants very vigorous and productive. Fruit large, nearly round, dark, glossy red, firm and of good quality. Mid season.

This and Dunlap make a good strong team.

### **Wm. Belt (Per.)**

This variety is largely planted in some sections, while in others it is inclined to rust. It is a fancy variety that always brings fancy prices. It is quite productive, berries very large, roundish conical, color a bright, glossy red, and the flavor good. Mid-season.

### **3-W (Per.)**

Introduced by Mr. Mason, of Kentucky, and in his description he says: Plant very large and vigorous, with a wonderful root system. Fruit uniformly large, glossy and red through and through. Fine quality, and very productive, covering a long season from medium to late. It is remarkably firm and has wonderful keeping qualities.

This berry has done exceedingly well for us. Give it a trial.

### **A Letter From a Friend.**

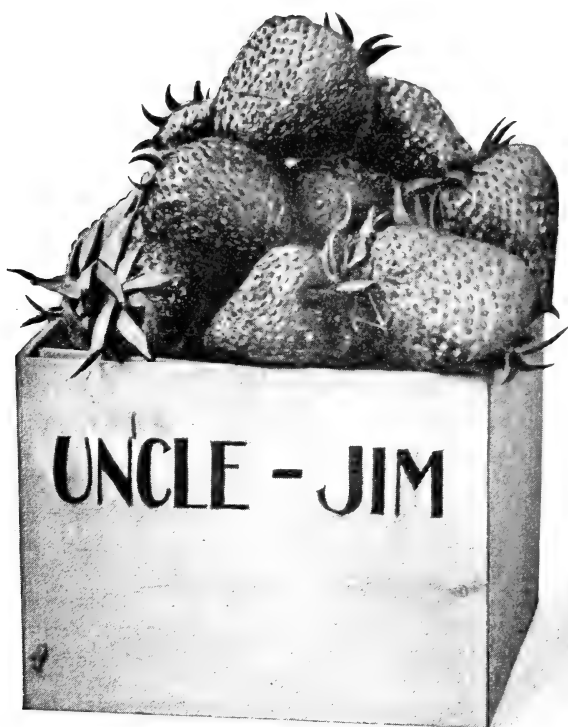
April 23, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:—

Again you have outdone yourselves in the nice strawberry plants received from you yesterday in perfect condition. Your Haverland and Warfield are longer and better rooted than the Uncle Jim or Corsican sent out by others. The count has overrun all these years. No wonder you "GROW." Lastly, allow me to thank you for that bunch of extras.

G. M. DOOLITTLE,  
Washington County, Ohio.



UNCLE JIM.

### Uncle Jim (Per.)

We have given a good history of this berry in our catalog for several years, in fact every year since we introduced it. It being so well known now we are cutting our description short. This variety is an excellent grower of large stocky plants. The roots grow down very deep into the soil, making it very popular in sections of limited rainfall. The fruit is very large, high colored and of excellent quality. It is famous for its delicate, rich sub-acid flavor which makes it possible for the most confirmed dyspeptic to enjoy. To those who are looking for large fancy fruit we can recommend this variety.

## PRICE LIST

### STRAWBERRIES.

These prices are by Express, not prepaid.

500 at 1000 rate.

P for Perfect; I for Imperfect.

		12	25	100	250	1000			12	25	100	250	1000
Abington	P	15	20	60	110		Joe	P	15	20	60		
Arkansas Black	P	20	35	100			July	I	15	20	60		
Autumn	I	25	45	150			Klondike	P	15	20	60		
Aroma	P	15	20	50	100	375	Latest	I	15	25	75		
August Luther	P	15	20	50	100	350	Lovett	P	15	20	50	100	350
Armanda	P	25					Marie	I	15	20	50	100	350
Brandy Wine	P	15	20	50	110	400	Marshall	P	15	20	50	110	400
Beder Wood	P	15	20	50	90	300	Mathew Crawford	P	15	25	75		
Bubach	I	15	20	50	110	400	Minnetonka	P	15	25	75		
Buster	I	15	20	50	110	400	Myers No. 1	I	15	20	60		
Blaine	P	20	30	75			Mascott	P	15	20	60		
Chipman	P	15	20	50	110		Meteor	P	20	35			
Cameron Early	P	15	20	50	100	350	Monroe	P	30	50			
Cardinal	I	15	20	50	100	350	North Shore	P	15	25	75		
Climax	P	15	20	50	100	350	Norwood	P	15	25	75		
Clyde	P	15	20	50	110	400	Nettie	I	15	25	75		
Commonwealth	P	15	20	50	110	400	Oswego	P	15	20	60		
Corsican	P	15	20	50	90	300	Pan American (25c each)	250					
Crescent	I	15	20	50	90	300	Pearl	100					
Crimson Cluster	P	15	20	50	110	400	Orem	P	25				
Dew	P	25	45				Parons Beauty	P	15	20	50	100	350
Dickey	P	15	20	60			Pennell	P	15	20	60		
Enhance	P	15	20	50	110	400	Pine Apple	P	15	20	60		
Enormous	I	15	20	50	110	400	Pride Mich.	P	15	20	50	110	400
Evening Star	P	15	25	75			President	I	15	25	75		
Early Ozark	P	15	20	50	110	400	Paul Jones	I	15	20	60		
Excelsior	P	15	20	50	100	350	Red Bird	P	15	20	60		
Fremont Wm.	P	15	20	50	110	400	Ridgeway	P	15	20	50	110	400
Fendall	P	15	20	75	150		St. Louis	P	15	20	50	100	350
Fairfield	P	15	20	60			Sample	I	15	20	50	110	400
Gandy	P	15	20	50	110	400	Sen. Duple	P	15	20	50	90	300
Glen Mary	P	15	20	50	110	400	Splendid	P	15	20	60		
Golden Gate	P	20	30	75			Springdale Beauty	P	15	20	60		
Great Scott	I	20	30	75			Stevens Late Champion	P	15	20	50	100	375
Good Luck	P	20	30	75			3 W.	P	15	20	50		
Gill	P	20	35	100			Uncle Jim	P	15	20	50	110	400
Haverland	I	15	20	50	110	400	Uncle Joe	P	15	20	60		
Highland	I	15	20	60			U. S. King Ed.	P	15	25	75		
Hundred Dollar	P	15	20	50	110	400	Virginia	I	15	25	75		
Hub	P	100					Warfield	I	15	20	50	100	350
Heritage	P	20	30	75			Wm. Belt	P	15	20	50	110	400
Helen Gould	I	15	20	60			Wooster	I	15	20	60		
Jessie	P	15	20	65			Ohio Boy	P	25	40			
Jim Dumas	P	15	20	60									

**Substitution.**—We desire to furnish each customer exactly what he orders, but sometimes find the variety all sold before his order is reached. If marked "no substitution" we are obliged to disappoint our customers by returning money late in the season, although able to supply another sort of like season and of equal if not greater value. In such case, except for new varieties for testing, unless the order is marked "no substitution," we will understand you desire us to use our best judgment for your benefit, and we will, if thus permitted, give extra count or include something new and valuable.

### **Ordered More.**

April 8, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:—

The strawberry plants you shipped me are looking fine. It has been very dry, but I don't think I lost 25 out of the 1,050. Enclosed find order for more plants.

B. U. KOONS,  
Lynoning County, Pa.

### **Good Plants Always Please.**

April 22, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:—

I received my order of 2,000 plants in fine condition; would like 3,100 more of the same kind. If you are out of this variety send something good for this country.

C. A. NELSON,  
Dickerson County, Iowa.

### **Fair Dealings Count.**

May 30th, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:—

It was very kind of you to send us some more plants. We received them next day after your card came and they were in good condition. I think I will be able to make them grow. It is very difficult to grow them here on account of wind storms.

J. PARKER,  
Scott County, Kansas.



### **Stop and Read This.**

April 29th, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:—

Enclosed find post office order for balance on plants. The plants are fine as silk. I am here to say or to show any one the finest rooted lot of plants that ever came from any nursery. They were growing in the crate and if they don't show up some by fall it won't be the fault of the plants. I have bought a lot of pedigree plants, as they call them, but that is all wind. No man ever saw better plants than you sent me.

E. W. HATHAWAY,  
Washtenaw County, Michigan.

### **Splendid Quality.**

May 18th, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:—

Your recent shipment of strawberry plants duly received, and planted. Thanks for your promptness and splendid quality of plants. Will want more.

C. W. KNAPP,  
Phelps County, Missouri.

### **Well Pleased.**

April 18, 1912.

Flansburgh & Potter Co.,  
Leslie, Mich.

Gentlemen:—

The plants arrived this morning in good condition. Many thanks for your promptness and confidence.

R. J. MADDUX,  
Delaware County, Indiana.



### **SEED CORN.**

#### **Minnesota No. 13 Yellow Dent.**

The Ears are of the handsome appearance, bearing 16 to 20 rows of bright rich yellow wedge shaped kernels packed closely on the cob from butt to tip.

The ears average from 8 to 12 inches in length. It matures in 80 to 90 days under average conditions. Sample Ears 20c post paid; 1 lb. 35c post paid; Pk. Shelled, \$1.00;  $\frac{1}{2}$  Bu. \$1.75; Bus. \$3.00 F. O. B. Leslie.

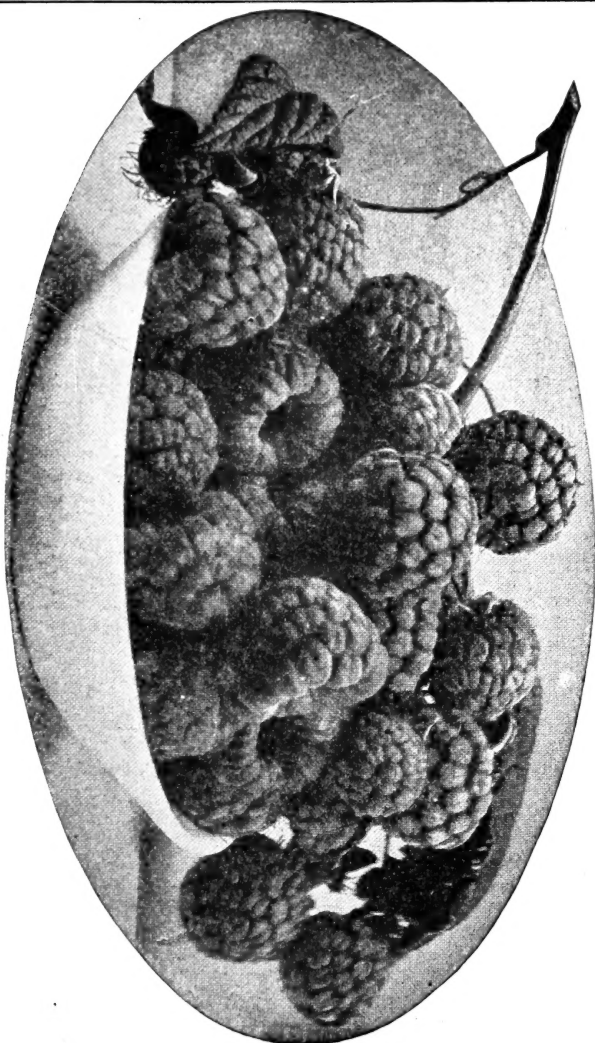
#### **White Cap Dent.**

A corn for thin soils and drouth stricken sections. Ears large, 16 to 18 rowed. Stalks stout, 6 to 7 feet high with abundant foliage. Ears 8 to 10 inches in length. Cobs small. Price same as Yellow Dent.

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**OUR CORN IS EXTRA SELECTED AND WILL SHOW HIGH GERMINATIVE TEST.**

EATON RED RASPBERRY.



### **Eaton Red Raspberry.**

We introduced this red raspberry in 1905 and have given a good history of it in our catalogue every year since. As it is so well known now we are just giving a short description. During the past seasons we have been receiving some very fine reports from the West. The Eaton is not a rampant grower like Cuthbert but it is inclined to throw a great many branches which gives it a large fruiting surface and will outyield Cuthbert 2 to 1. It fruits about the same time as other sorts, but has a much longer season. We have picked them for six weeks. The fruit is large, firm and very handsome. The Eaton makes few sucker plants compared with most varieties, so the price will always be high.

### **PRICE OF PLANTS.**

By Express 6c each, 40c per doz.; \$2.00 per 100; \$17.00 per 1,000; 50 at 100 rate.

## RASPBERRIES.

Any soil that will produce good field crops is suitable for raspberries. The Red and Black varieties have proven a very profitable crop for the past few years, and every fruit grower should plant a few.

We generally set Black Caps about 3 to 4 feet apart in row and rows 6 to 7 feet apart. The Red varieties may be set 6 feet by 3 feet.

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### RED RASPBERRIES.

#### Cuthbert.

This is a valuable variety well tested throughout the country. It is a rank, vigorous grower, making many plants which should be kept cut back with the hoe or cultivator. It ripens mid-season and continues to very late. The quality is good. Dozen, 30c; 50, 75c; 100, \$1.00; 1,000, \$8.00.

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### BLACK RASPBERRIES.

#### Cumberland.

One of the best, if not the very best of all the Black Caps. It is very hardy and productive. The bush is exceedingly healthy and vigorous. The fruit is very handsome and is sure to bring a good price. It is said to be the largest Black Cap known. Dozens, 35c; 50, \$1.00; 100, \$2.00; 1,000, \$12.00.

#### Gregg.

The old standby, and has been the leading variety for years. It adapts itself to almost any condition. The canes are strong, the fruit attractive and of choice quality. It is the best late market sort. Dozens, 30c; 50, 75c; 100, \$1.50; 1,000, \$10.00.

#### Plum Farmer.

One of the newer varieties of Black Caps. It has given great satisfaction and growers are enthusiastic over it. A vigorous grower and hardy. The fruit is large like Cumberland but a little earlier season. Per doz., 35c; 50, \$1.00; 100, \$2.00; 1,000, \$12.00.

## BLACKBERRIES.

The culture is about the same as the Raspberry. The canes should be pinched back when they reach the height of  $3\frac{1}{2}$  to 4 feet. They should be planted in rows 6 or 7 feet apart and 3 to 5 feet in the rows.

#### Snyder.

This is the old reliable and popular variety for cold climates. The plants are stout, rugged growers, upright in habit, and produces immense crops of fruit. It will withstand the most cold of any variety we know of. The berries are round in shape and of good flavor when ripe. Dozen, 35c; 50, \$1.00; 100, \$2.00.

If wanted in larger lots, write for prices. If wanted by mail, add 10c per dozen for postage.

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For fruit trees see page 36. We have dealt with Mr. Scharff for years and know him to be thoroughly reliable and his goods O. K.

## SEED POTATOES

### Sir Walter Raliegth

One of the old standards as a market sort which has been so many times described that it is not necessary, but for fear some one would want to know; we would say that it is a flattened oblong white tuber with a medium number of not deep eyes. Borne on a blue stem with a blue blossom.

Always a leader in its class. A good one, some farmers planting it here almost exclusively. We have a fair supply and can offer No. 1 stock at 80c per bushel, f. o. b. Leslie.

### Peck's Early Potatoes

Judging from the calls we have for this extra early variety they must have a good reputation. We have grown them for several years and we feel that we cannot say too much in their favor. The tubers are pinkish or Early Ohio color. They grow uniformly large and give a great yield of marketable potatoes. We have a fair supply of well sorted stock to offer.

### Price F. O. B. Leslie

No. 1—\$1.00 per bu., No. 2 size, 75c per bu. Sample by mail, 15c.

### Million Dollar

White closely resembles Carman No. 3. A most excellent variety. Very productive. Medium to late.

No. 1 stock, 90c per bu.  $\frac{1}{2}$  bu. 50c.

# AULTFATHER'S

## *Berry Crates and Quart Baskets*

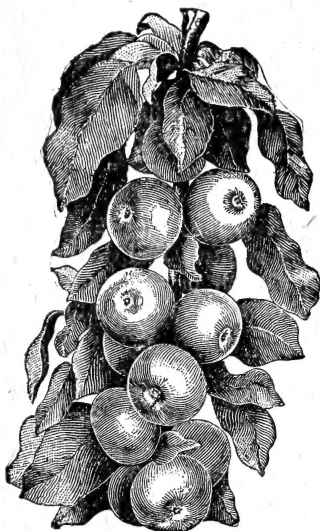
There is no package for small fruits that gives better satisfaction to the grower of small fruits, the Express Companies, Commission Merchants and dealers generally than AULTFATHER'S 32-24- and 16-qt. crates with quart baskets for same.

*Write for Catalogue with Prices to*

H. H. AULTFATHER, Minerva, O.

# Some Good Bargains in Fruit Trees

Everything guaranteed first class in every way. Our new Catalog is now ready and will be mailed free to all applicants. See address below.



**WINTER BANANA APPLE**

Northern Spy, Wagoner, Wealthy, McIntosh. The very cream of varieties. Try a dozen or more trees, and gather fruit from them in a very few years. Price, three-foot trees, 35 cents each; \$4.00 per dozen; \$30.00 per hundred.

## TWO VALUABLE WINTER APPLES

### Winter Banana Apple

This valuable new Apple has a decided Banana flavor, fruit is large, perfect in form, golden-yellow, beautifully shaded and marbled with bright crimson. Flesh, lemon-yellow, creamy texture like a well ripened fall pippin, rich, of highest quality and a good keeper—from November until May.

The entire crop of Hood River Banana Apples sold at \$12 per box of less than one bushel. The highest price ever paid for apples. Why not have a few good trees? Ours are genuine. You can have good apples if you care for them the same as you do other crops.

### Winter Maiden Blush

Identical with Fall Maiden Blush except in time of ripening. Will keep all winter. Extra fine.

No collection is complete without the above two valuable varieties. Price, 40 cents each; \$4.00 per dozen. Mailing size, 45 cents each; \$3.50 per dozen, postpaid.

## LIST OF BEST STANDARD APPLES

Price of extra good trees, 30 cents each; \$3.50 per dozen; \$25.00 per per hundred. Good trees, 3 to 4 ft., 25 cents each; \$2.50 per dozen; \$20.00 per hundred. Mailing size, 25 cents each; \$3.50 per dozen, postpaid.

### Best Summer Varieties

Early Harvest, Sweet Bough, Red Astrachan, Yellow Transparent

### Best Fall Varieties

Duchess of Oldenberg, Fall Pippin, Maiden Blush, Rambo, Wealthy

## DWARF APPLES

Perhaps no other fruit is attracting so much attention at the present time as Dwarf Apples, especially for gardening and yard planting. They can be planted six feet apart and do well. They begin to fruit the second or third year, and bear abundant crops. The fruit is just as large, same flavor, etc., as that borne on the standard trees. The great advantage is the early bearing of fruit. The trees never get over six or eight feet high. Very profitable, bear four to six bushels per tree.

We can supply the following choicedwarf kinds Bismark, King, R. I. Greening, Baldwin, Hubbard's Nonesuch,

## BEST WINTER VARIETIES APPLES

Baldwin, Rhode Island Greening, Winesap, Ben Davis, Rome Beauty, Wagner, King, Russet, York Imperial, Northern Spy, Stark, Winter Maiden, Winter Banana, Tallman Sweet, Blush.

### CRAB APPLE

Hyslop,

Transcendant,

Whitney

## THE BEST PEARS

These new varieties should be in each collection :

Rosney, Koonce and Vermont Beauty. Price, 40 cents each; \$4.00 per doz.

## GENERAL LIST OF PEARS

	Each.	Dozen.
Large Trees, 5 to 7 feet (by express).....	\$0.35	\$3.50
Medium size, 4 to 5 feet (by express).....	.30	3.00
Mailing size (postpaid).....	.35	3.00

### VARIETIES

Bartlett, Clapp's Favorite, Lawson, Wilder, Duchess, Flemish Beauty, Idaho, Kieffer, Seckel, Tyson

### QUINCES

Price each, 35 cents; \$4.00 per dozen, by express.

### VARIETIES

Meech's Prolific,

Orange,

Champion

## CHERRIES

Price, fine trees, 5 to 6 ft., well headed and good roots, 30 cents each; \$3.00 per dozen; \$20.00 per hundred. Mailing size, 30 cents each. \$3.00 per dozen post paid.

### VARIETIES

Dye House, Montmorency, Sweet, Early Richmond, May Duke, Yellow Spanish, Eng. Morelo, Windsor, Gov. Wood

## BEST PEACHES

### STANDARD VARIETIES

	Each	Dozen	100
Large Trees, 4 to 6 feet (by express).....	\$0.25	\$2.00	\$17.50
Medium Trees (2 to 4 feet (by express).....	.15	2.50	12.00
Mailing size.....	.15	1.50	---

Admiral Dewey, Alexander, Beer's Smock, Crawford's Early, Crosby, Champion, Early Canada, Elberta, Fitzgerald, Foster, Globe, Hill's Chili, Heath Cling, Kalamazoo, Lemon Free, Lorentz, Mountain Rose, Mathews' Beauty, Oldmixon Free, Salway, Steady, Stump of the World, Triumph, Wager, Wheatland, Wonderful, Yellow St. John

## THE BEST PLUMS

	Each	Dozen
Large Trees, 5 to 7 feet (by express).....	\$0.35	\$3.50
Medium Trees, 4 to 5 feet (by express).....	.30	3.00
Mailing size.....	.30	3.00

### VARIETIES

Abundance, Burbank, Bradshaw, Green Gage, Lombard, Golden Drop, German Prune, Imp. Gage, Moore's Arctic Niagara, Shipper's Pride, Red June, Pond's Seedling, Shrop Damsion

## NEW AMERICAN MULBERRY

An ever-bearing variety, ripening from middle of June until middle of September. It forms a handsome shade tree, is much harder than the Downing, and is a heavy annual bearer of large, sweet, delicious and refreshing berries that do not have the mawkish sweetness of most varieties. Delightful for making pies, dumplings and puddings. Five to six feet. Price, 35c each.

# OUR NEW 1913 CATALOG

will be mailed you free. It is chock-full of genuine bargains in Nursery Stock, Small Fruits, Farm Seed, etc. Be sure to send for it.

W. N. SCRAFF,

New Carlisle, Ohio